



Aric Newhouse

Senior Vice President  
Policy and Government Relations

November 15, 2017

U.S. House of Representatives  
Washington, DC 20515

Dear Representatives:

The National Association of Manufacturers (NAM), the largest manufacturing association in the United States, representing manufacturers in every industrial sector and in all 50 states, urges you to support H.R. 1, the Tax Cuts and Jobs Act.

America's manufacturing workers need bold tax reform to not just better their job prospects but also to better their lives. We are counting on you to lift these hardworking men and women up, and not let them down. With this vote, you have the ability to improve manufacturers' global competitiveness, grow the economy, spur investment and create more well-paying manufacturing jobs. The current system holds our people and our nation back due to high tax rates on small manufacturers, the backbone of our economy, and on large manufacturing enterprises that provide livelihoods for millions of families. Arcane rules for taxing international income and significant compliance burdens exacerbate our competitive disadvantage. American workers are paying the price.

H.R. 1 includes five key elements that NAM members believe will set the stage for manufacturing growth: a lower corporate rate, reduced rates on business income earned by pass-through entities, a territorial tax system, robust incentives for capital equipment purchases and retention of tax incentives for research and development.

In the most recent NAM outlook survey, two-thirds of manufacturers indicated that they will increase capital spending and grow their businesses if comprehensive tax reform were enacted. That is significant because every \$1.00 spent in manufacturing adds an additional \$1.89 to the economy. The survey also indicated that most manufacturers will hire more workers and increase wages and benefits. In 2015, the average manufacturing worker earned nearly \$82,000 per year in salary and benefits. In short, passing historic tax reform will lead to new opportunities for more people to achieve their American Dream.

The NAM's Key Vote Advisory Committee has indicated that votes on H.R. 1, including procedural motions, may be considered for designation as Key Manufacturing Votes in the 115th Congress.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads 'Aric Newhouse'.

Aric Newhouse

Key Manufacturing Vote